

Enterprise Software Agreements

<http://www.nawcad.navy.mil/its/EnterpriseSoftware/>

Oracle

Informix

Visio

Corel

McAfee & Norton

AntiVirus

Netscape

Sybase

IRMCO '99 TEAM AWARD

The DOD Enterprise Software Initiative (ESI) Working Group (WG) and Acquisition Volunteers were jointly awarded this year's "IRMCO Award." The prestigious IRMCO Award is presented each year, after a Federal wide call for nominations, to "...an individual or team who has demonstrated exceptional ability to operate across organizational boundaries and/or communities (private sector, academia, state/local governments, etc.) to improve the Government's service to its people." The awards committee credited ESI teamwork, innovative funding mechanism, and software cost savings achieved as primary reasons for the selection. The award was announced at the IRMCO Dinner and Awards Ceremony on Sept. 7, 1999, hosted by Mr. David J. Barram, Administrator of the GSA. Mr. Rex Bolton accepted the award on behalf of the DoD ESI team.

IRMCO is Federal Government's premier conference on information technology and agency business solutions and outcomes hosted by the General Services Administration.



ESI WG Members: (left to right) Back Row: Mike Swindle, Col Joe Jaremko, Ron Beuhling, Bob Schwenk, Dan Collins, Dave Gurtner, Floyd Groce, Bill Wallace
Front Row: Denise Baker, Rex Bolton, Linda Van Landuyt, and Lori Delaney.

Cost Avoidance Examples

OSD(Health Affairs) Oracle - \$42M

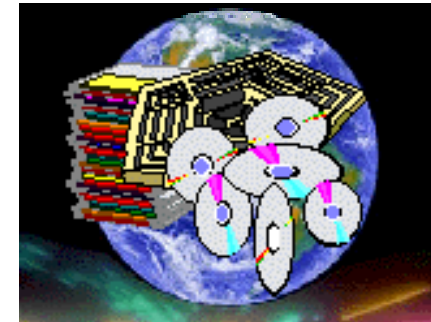
NIMA Informix - \$6.3M

PEO STAMIS Oracle - \$2.5M



DoD Enterprise Software Initiative

"Point & Click IT Shopping at the Lowest Cost"



DOD Enterprise Software Initiative Working Group

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Mission

The Enterprise Software Initiative (ESI) is a joint DoD project to develop and implement a DoD enterprise process. The objectives are to save money and improve information sharing. The initial focus will be on COTS products. The main problem identified with procuring software for DoD is that software (including price, acquisition cost, distribution, training, maintenance, and support) costs too much. Enterprise Software (ES) is DoD common-use, standards-compliant software. The DoD ESI Steering Group, under the DoD CIO Council, will develop and implement a DoD Enterprise Process to identify, acquire, distribute, and manage Enterprise Software.

<i>Participating Organizations</i>
<i>OSD/WH</i>
<i>ARMY</i>
<i>NAVY</i>
<i>MARINES</i>
<i>AIR FORCE</i>
<i>DISA</i>
<i>DIA</i>
<i>ICON PMO</i>
<i>DLA</i>
<i>NIMA</i>
<i>NSA</i>

Why should you use ESI Software Agreements?

- ESI is a project approved as part of the CIO Offsite Action Plan to save DoD money.
- Ease of use – Point & Click IT Shopping at Lowest Cost.

- Aggregation of small orders can bring big savings; ESI will do this.
- The ESI WG intends to guarantee its customers the best prices available to DoD.
- Better use of shrinking number of acquisition corps professionals at central buying activities. Contractors support ESI efforts.
- ESI Software Agreements are for JTA compliant products – promoting interoperability.

<i>Software Category</i>	<i>Volunteer</i>
<i>Database Products</i>	Army
<i>Enterprise Management Software</i>	Air Force
<i>Office Automation Suites</i>	Navy
<i>Records Management</i>	Air Force
<i>Information Assurance</i>	Air Force

- ESI focus is on reducing Total Cost of Ownership and improving interoperability by offering great deals on a choice of leading software products in each software category. This maintains competition after award, and has potential for saving more money in the short term.
- ESI is testing the use of up front funding. When software is resold to DoD customers, the central funding source is repaid. Normal Stock Fund overhead does not apply.

- VISIO products available DoD-wide at about 50% off GSA Schedule pricing.
- Up to 69% off Corel FSS prices.
- Defense Contractors can use ESI!
- Oracle offers up to 28% off GSA FSS pricing (for \$5M orders), and much greater discounts for “Special Offers” that typically exceed \$5M. The first \$9.8M order for GCSS-Army saved 63%. PM, GC22-A saved \$2.5M on this requirement. OSD(Health Affairs)/Tricare earned \$42M cost avoidance.
- Informix is a “Golden Disk” agreement; Army can sign up an unlimited number of DoD customers during first year. Army charges \$290 per seat for all Informix products (98% off GSA Schedule if you get all products).
- SYBASE ASE products are available at 61% off GSA Schedule pricing.

Working Group Members

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